

Colombia Jobs Expertini®

Healthcare Senior Sales Specialist, WWPS LATAM (This position can be based in Colombia, Brazil or Mexico), LATAM Public Sector Industries

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Company: Amazon Web Services Colombia S.A.S. - E40

Location: Bogotá

Category: other-general

Do you have a passion for Technology? Do you have experience in how Healthcare (HLC) Institutions can use cloud technology to enhance their services and benefit their patients, or have expertise working with Public Sector institutions to optimize the citizen's digital journey? Do you want to help shape the technology that is used by Healthcare Institutions in Latin America and the Caribbean, and work closely with them to drive innovation across the industry? Do you thrive in a cross-functional environment, working closely with some of the best and brightest in the world?

Join the Amazon Web Services (AWS) WW Public Sector LATAM team to develop and execute on the strategy to grow our presence in this industry and work with the world's largest and most innovative companies. Our team focuses on increasing technology adoption of cloud computing for Healthcare organizations by engaging directly with technical leaders, C-level executives and influencers at all levels across the industry. Bring your business background, technical depth, and communication skills needed to help further establish Amazon as the cloud leader in the public sector.

As the vertical Industry Leader, LATAM Public Sector Healthcare, you will be part of the sales leadership team that shapes and delivers on an assigned geographic strategy to help Healthcare Institutions transform their businesses for the benefit of the patients of each country. Your responsibilities will include engaging with C-suite customers across Public Sector

organizations to deepen our relationships, helping Account and Sales Managers advance their business, working with strategic industry partners, attending and speaking at industry events to drive thought leadership, leading the process to guide our HLC solutions in this geography, and creating significant business opportunities for AWS. You will work closely with the AWS LATAM sales leadership to drive their key interactions with public sector clients. You will work with solution architects to develop and promote cloud patterns and scalable solutions for the industry, including areas like Image Diagnosis, Electronic Health Records, Genomics, and more. You will provide insight and feedback to core AWS product and services teams to help evolve future AWS offerings for more rapid adoption by customers. You will also work closely with the Industry Solution Team to develop scalable solutions to deploy across LATAM, and collaborate with both global and local ISVs. This position will initially start as an individual contributor role.

The ideal candidate will have both business/consulting experience and experience working with HLC customers, with demonstrated sales experience interacting at the government elite and CxO/VP level, with a deep understand of technology. The candidate should have a solid experience working with partners and distributors across LATAM. The candidate should have a demonstrated ability to think strategically and analytically about business, product, and technical challenges, with the ability to build and convey compelling value propositions, and work cross-organizationally to build consensus. The candidate will have a proven track record of leading and driving multiple complex industry initiatives to meet business and sales objectives, a customer-obsessed and collaborative approach, strong data and metrics bias, a good understanding of international industry, and a passion for helping them transform using cloud technologies.

Expect 40% international travel to Latin America and the Caribbean.

We are open to hiring candidates to work out of one of the following locations:

Bogota, COL

BASIC QUALIFICATIONS

+10 years of work/sales experience in consulting, product management, product marketing, business development, and/or transformation roles in public sector, across

government vertical. +4 years of experience in one or more areas of technology (Infrastructure, Applications/Software) or technical sales.

Bachelor's degree or equivalent experience. · Fluency/bilingual in Spanish and English, verbal and written · Experience working in or selling to governments, ideally state and local and ideally in more than one country in LATAM.

PREFERRED QUALIFICATIONS

Passion for the government industry – good understanding of how governments and the public sector industry procure, operate and the unique characteristics of the industry internationally.

Experience with state and local governments, preferably in at least two different relevant countries in LATAM.

Client-facing experience and the ability to execute peer-to-peer engagements with senior level Government CxO's.

Experience working with LATAM partners and distributors.

Advanced research experience and understanding of smart cities is a plus.

Experience in technical areas such as database systems, IoT, core distributed computing concepts, artificial intelligence, machine learning is preferred.

Data center / infrastructure technologies understanding highly desired.

MBA is desired.

Exceptional interpersonal and communication (both written and verbal) skills. Experience communicating with both technical and non-technical stakeholders across multiple teams.

Knowledge of government applications, platforms, and data ecosystem, with ability to go deep on technical aspects to understand current and future customer needs and present AWS

cloud benefits.

Operational excellence mind-set and experience.

Excellent problem-solving skills and adept at simplifying complexity and developing scalable propositions.

Proven track record of taking ownership and driving sales results across international setting. Ability to effectively lead and work with a variety of organizations, management levels, cultures, and personalities.

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